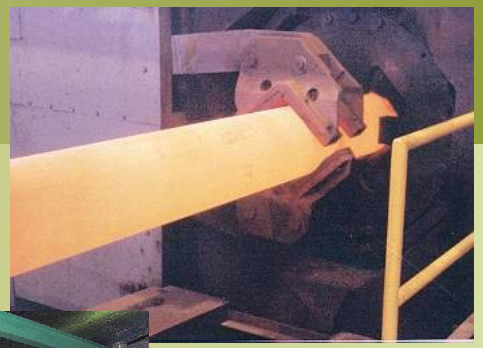
U.S. Army Materiel Command



AMC Partnership Program

Briefing to

Army Science Board

Director, Industrial Base Capabilities
HQAMC G-7
3 May 06

as of 2 May 1500 hrs

"Need to be faster, more agile, less bureaucratic - Need to fight this every day"

Partnerships and Industry Outreach

CULTURE OF INNOVATION

304 Public-Private Partnerships at AMC Industrial Facilities

~300 Academic Partners in 50 states

AMC Top 15

- **Halliburton Company**
- **General Dynamics**
- **Lockheed Martin Corporation**
- **Raytheon Company**
- **United Defense, L.P.**
- **The Boeing Company**
- **GM GDLS Defense Group LLC**
- **AM General LLC**
- **Stewart & Stevenson Tactical Vehicle Systems, LP**
- **Sikorsky Aircraft Corp.**
- **ITT Industries Inc.**
- **Northrop Grumman**
- **McDonnell Douglas**

AMC Small Business Program for FY05

- **Over $7.1 Billion in prime contracts (17% of AMC total)**
- **Over 36,000 small business contract actions**
- **Third year in a row with over $1B in growth of small business contract obligations**

Educational Partnership Agreements

- **(3) Historically Black Colleges and Universities**
- **(3) Hispanic Educational Partnerships**

- ❖ Quarterly meetings with industry CEOs.
- ❖ Monthly visits to defense contractors plants or labs.
- ❖ Small Business Conferences.
- ❖ Meet with individual CEOs at HQ AMC.
- ❖ Participate in industry conferences.
- ❖ Established a public webpage (www.amc.army.mil/partnering).
- ❖ Developed AMC capabilities book, brochure, and video.

"Providing Support to the Joint Warfighter"

AVENUES OF CHANGE

~~Transforming Army Materiel Command from an organization that is~~ "Production-based, commodity-focused, and platform-centric" to one that is

"Service-based, capabilities-focused, and unit-centric" -- GWOT

ORGANIZATIONAL CHANGE

- Life-Cycle Management Commands
- Army Field Support Brigades
- Army Sustainment Command
- Brigade Logistic Support Teams
- Base Realignment and Closure (BRAC)
- Surface Deployment and Distribution
- Human Capital Strategy

End State

"Cradle-to-Grave Capabilities Support"

CULTURE OF INNOVATION

- Lean Six Sigma
- Depot Commanders Course
- Outreach to Industry
- **Partnerships**
- Performance Based Logistics
- Rapid Review Teams
- R&D/Technology to the Warfighter
- Army's Greatest Inventions

End State

"Efficient Production Processes"

COMPLEX SERVICES

- Support to ARFORGEN
- Forward Repair Activities
- Unit-focused RESET
- Small Arms Repair Teams
- Left-Behind Equipment
- Theater Provided Equipment
- Add-on-Armor / Safety
- LOGCAP & Contingency Contracting
- Fleet Management
- Ammunition Enterprise
- Chemical Storage & Demil

End State

"Customer Focused Solutions"

KNOWLEDGE MANAGEMENT

- Factory-to-Foxhole Visibility
- Single Army Logistics Enterprise
- Condition-Based Maintenance
- System of Systems Integration (SOSI)
- Lessons Learned
- Quantitative Metrics and Analysis

End State

"Data Driven Decisions"

What is a Partnership?

- Contractual agreement between an Army-owned and operated facility and one or more private industry or other entities to perform work or utilize the Army's facilities and equipment.

Army-owned and operated facilities…
- Maintenance depots
- Manufacturing arsenals
- Ammunition plants
- R&D facilities/labs
- Engineering centers

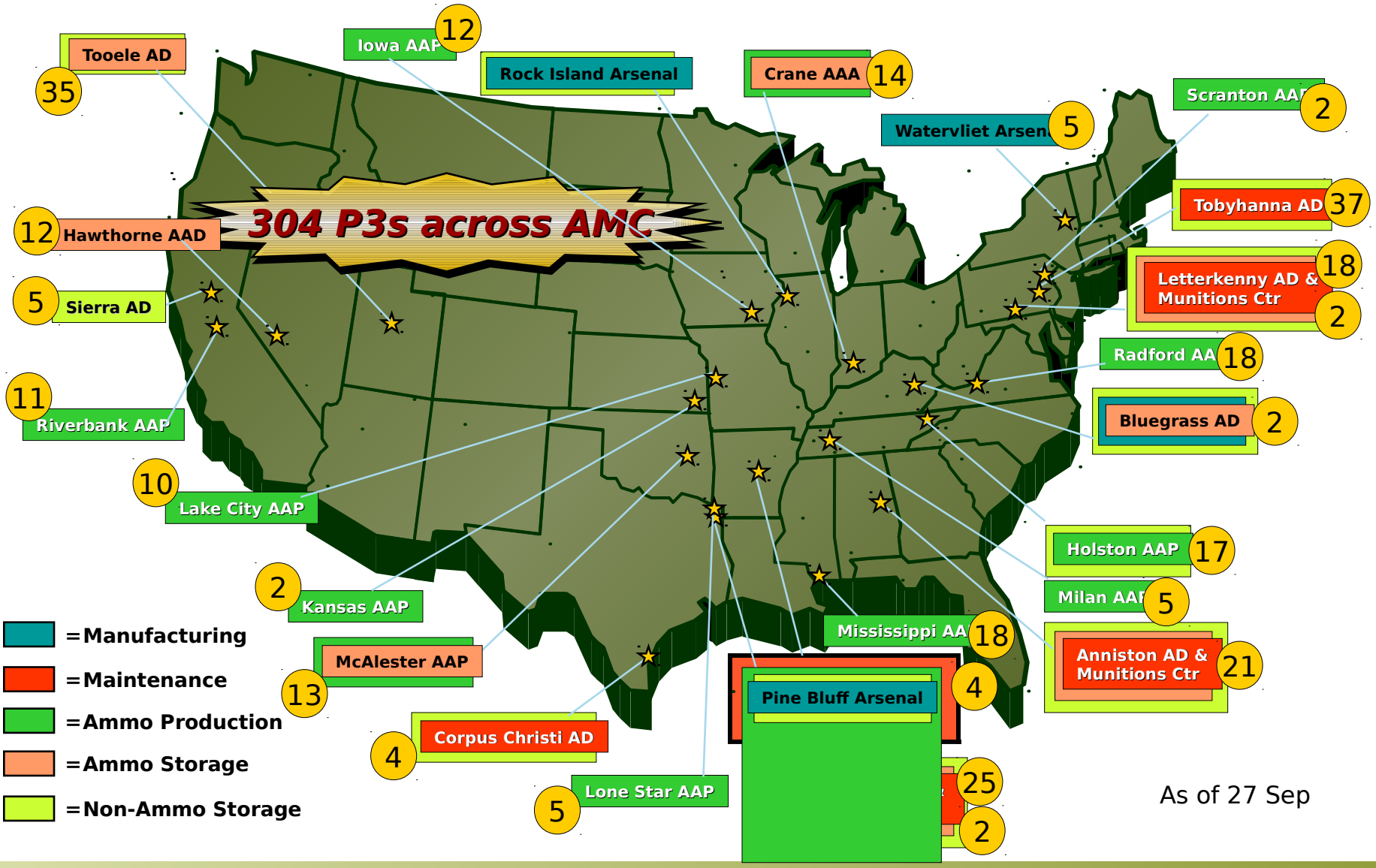
- Includes one or more of the following:
  - ✓ Articles or services to industry.
  - ✓ Industry leasing equipment or facilities to perform work for public or private sector.
  - ✓ Work sharing arrangements.
  - ✓ Teaming arrangements where Army facility and industry contract jointly.

AMC's Partnership Program

- **Goal:**
  - ✓ Fully leverage the power of partnerships to preserve and enhance AMC's unique organic capabilities, facilities and personnel.

- **Objectives:**
  - ✓ Improve operational efficiencies
  - ✓ Lower the cost of products and services
  - ✓ Accelerate innovation
  - ✓ Secure private investment
  - ✓ Sustain critical skills and capabilities

Partnerships Across AMC's Industrial Facilities



As of 27 Sep

"Need to be faster, more agile, less bureaucratic – Need to fight this every day"

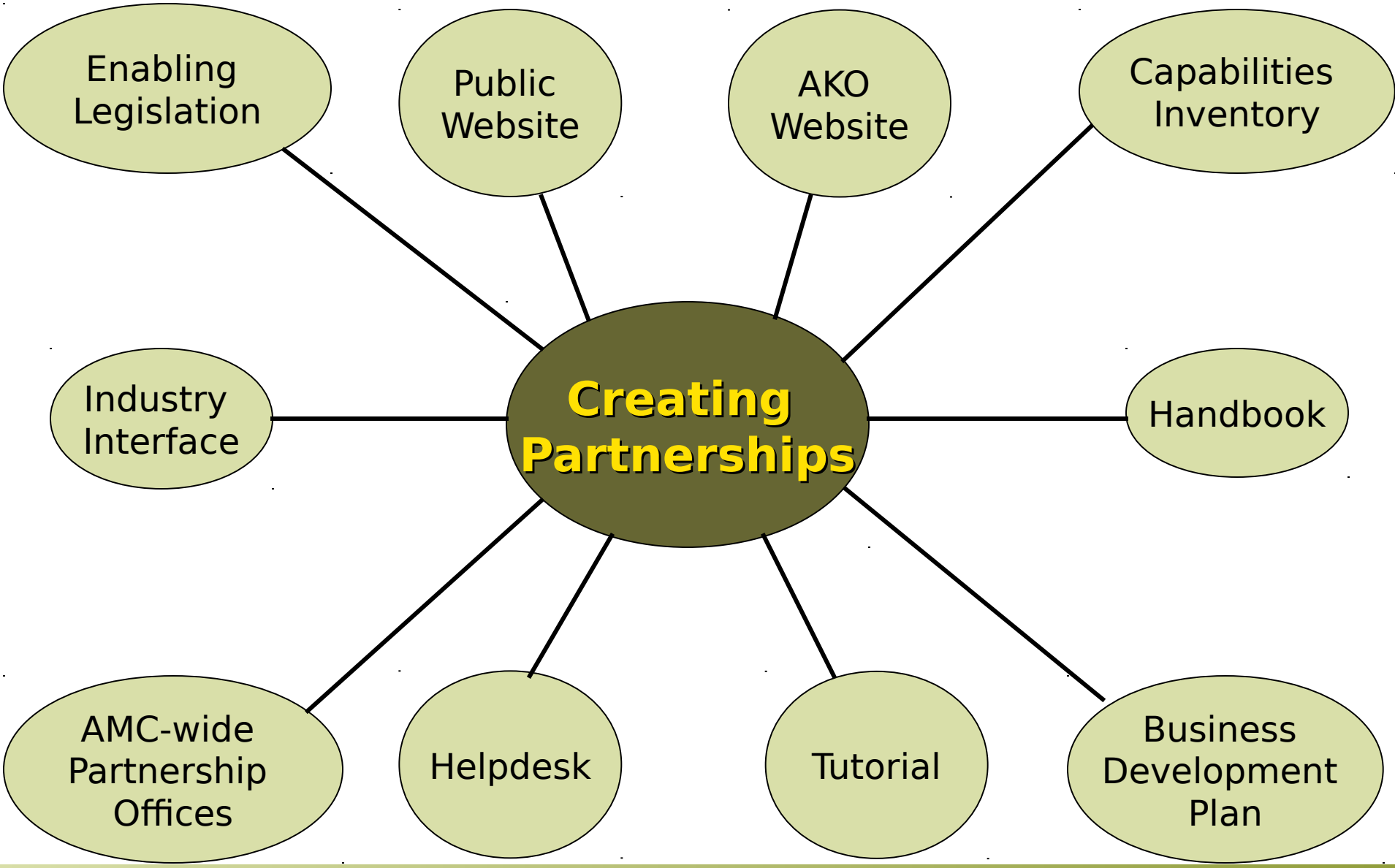
Public-Private Partnerships

AMCOM LCMC	TACOM LCMC	CE-LCMC	Joint Munitions Command
Corpus Christi Army Depot and General Electric	Red River Army Depot and BAE Systems	Tobyhanna Army Depot and AAI	McAlester Army Ammunition Plant and Boeing

Partnership Benefits to Industry

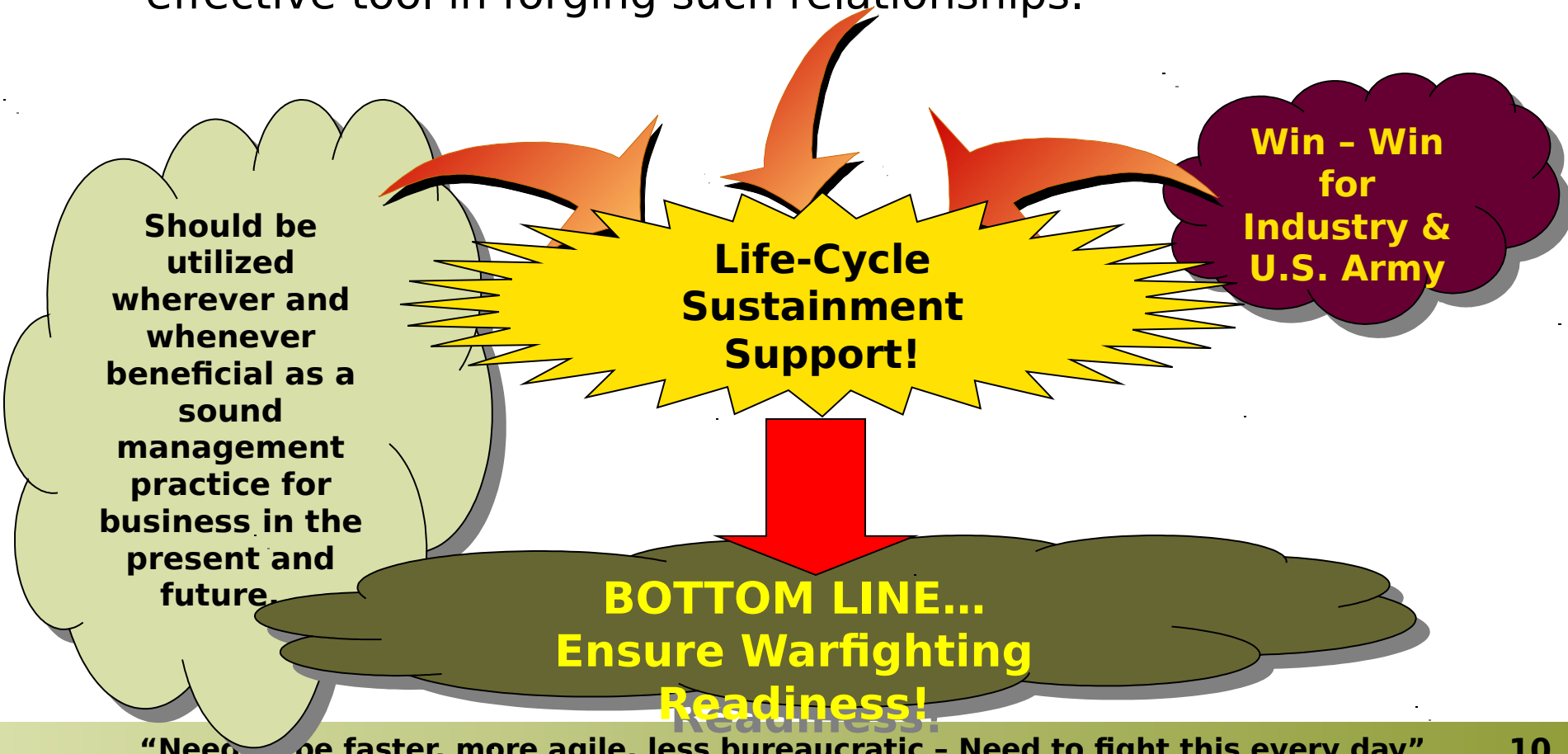
- Increase surge capabilities or capacity, or both
- Access to advanced production equipment
- Use of hard-to-receive hazardous waste permits
- Minimize process flow
- Long-term use agreements
- Avoid investment cost on short/long-term contracts
- Decrease capital investment cost
- Responsive and proven contract mechanisms
- Diversified and deployable skilled personnel and equipment
- Leverage ISO - certified facilities

Partnerships Actions



Conclusion

- AMC is committed to strong and mutually beneficial working relationships with our partners.
- The Partnership process has proven to be a dynamic and effective tool in forging such relationships.


Should be utilized wherever and whenever beneficial as a sound management practice for business in the present and future.
Life-Cycle Sustainment Support!
Win – Win for Industry & U.S. Army
BOTTOM LINE…
Ensure Warfighting Readiness!

Back Up